

GSA Total Workplace

Creating the 21st Century Workplace



Public Buildings Service (PBS)

Mission

To provide **effective, mobile, sustainable** workplace solutions for federal agencies at the best value for the American taxpayer

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Asset Profile

- 376 Million Square Feet
- 9,100+ Facilities
- 1500+ Owned; 182 Million SF
- 7600+ Leased; 194 Million SF
- 455 Historic Buildings; 35 National Historic Landmarks
- \$10 Billion Revenue



WHAT IS TOTAL WORKPLACE?

GSA's TOTAL WORKPLACE

AN OFFERING OF WORKPLACE

STRATEGY AND IMPLEMENTATION



TOTAL WORKPLACE OFFERINGS

STRATEGY

Workplace Investment & Feasibility Modeling (WIFM) Tool

Scenario-based planning tool that provides customized calculations for different workplace scenarios. Calculations include area, rent, return-on-investment, implementation costs, and sustainability impact. *(No cost tool)*

Strategy Consultant

GSA workplace strategists assist agencies in design, educational meetings, focus groups, design workshops, change management, and strategic planning. Assess workplace performance and quality before and after client engagements.

TOTAL WORKPLACE OFFERINGS

IMPLEMENTATION

Furniture & IT (FIT) Initiative

Provide up-front funding for furniture and IT where agencies are interested in developing more effective and efficient work space. *(GSA funded client reimbursed)*

National Workplace Engagement

Partnering with agencies in creating a customized workplace program to advance new workplace strategies across their real estate portfolio to meet the client's business, sustainability, and real estate goals. *(GSA funded strategy/Client funded implementation)*

Pilot /Demonstration Program

Targeted program working with agencies to develop a small-scale demonstration work space to test and demonstrate new workplace strategies and serve as a catalyst for broad implementation across their real estate portfolio. *(GSA funded strategy/Client funded implementation)*

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- What is driving agencies' interest in space consolidation?
- What is GSA doing to consolidate its own space?
- What can GSA do to help other agencies consolidate?



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In June, 2010 The Government went on a “space diet” ...
...needs to lose 3 Billion Dollars worth of under-utilized real estate

Presidential Memo

Disposing of Unneeded Federal Real Estate - June 2010

‘ Agencies shall...take immediate steps to make better use of remaining real property assets as measured by **utilization** and **occupancy rates**, **annual operating cost**, **energy efficiency**, and **sustainability**. The guidance shall include agency-specific targets to achieve **\$3 billion** in cost savings ...’

5

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Lincoln's Law Office
The "Open Plan"



Law Office – NY 1997
"Collaborative"

“In a profession focused on precedent, few want to be the first to embrace a new office strategy for fear of losing top talent or falling behind the competition. It is becoming increasingly clear, however, that age-old strategies no longer match new-world challenges, and firm leadership is asking for solutions. The firms willing to take a leap and try something new are finding that a break with tradition often pays off.”

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What is driving agencies' interest in space consolidation?



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- Rent is the second largest expense for most agencies (personnel is first)



- Money not spent on rent is money that can go into mission

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Go from a
desk
phone



....to any
device



Take a
stationary
desktop....



And make it
a laptop or
....and make it
a laptop



Moving
information
from
hardware....



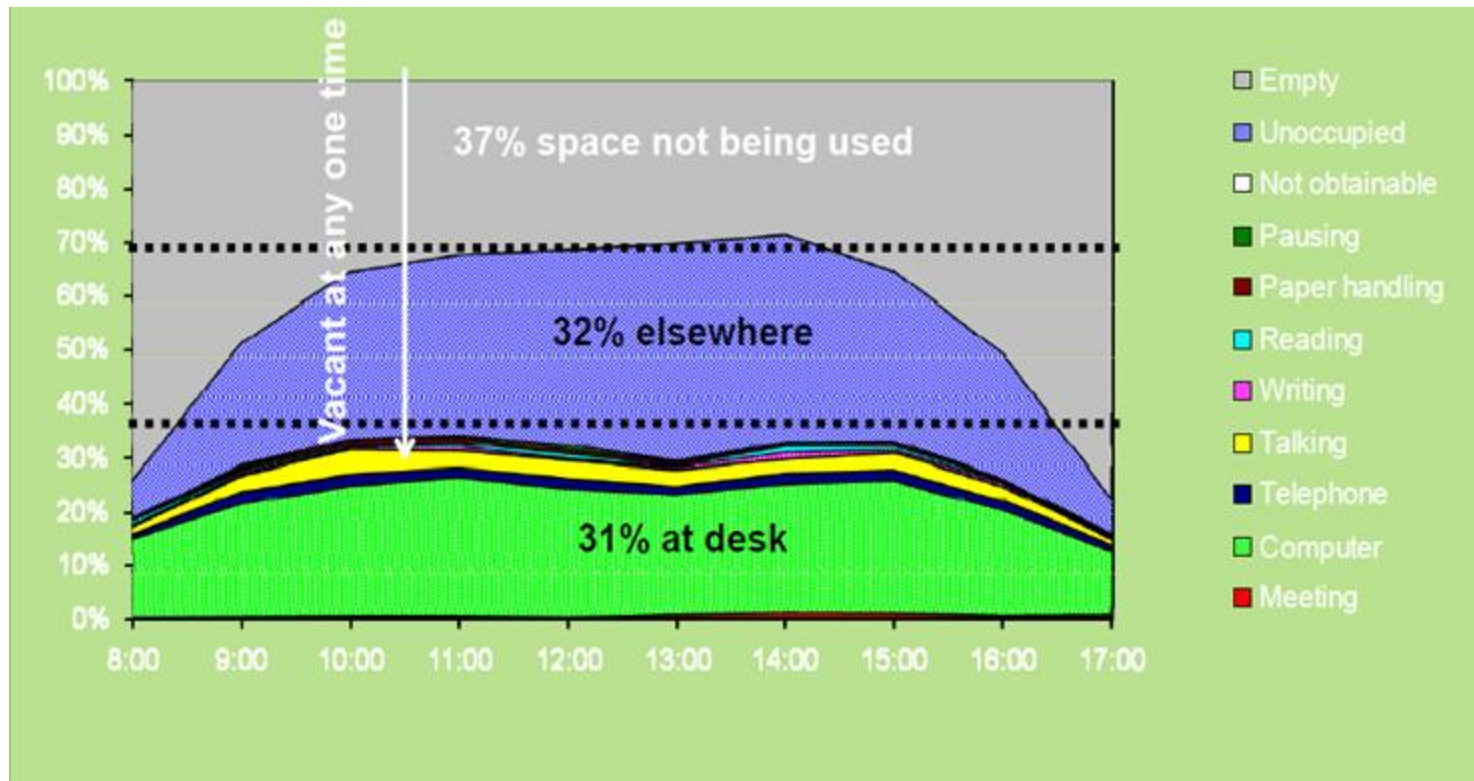
To the cloud
....to the cloud



Technology has changed the way we work

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Most office space isn't occupied at any given time

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The desk is a small piece of real estate, like an apartment or a parking space, that can be shared by multiple users so that it is never vacant...

"The Workplace of the Future"
GSA & ULI September 2012



The Predictions...



**Virtual work
and mobility
will increase**



**Personal
networks and
learning are the
new career path**



**Group work is
the reason to
come to the
office**



**Sustainability is
a competitive
business
competency**

Gensler Consulting

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GSA's Work Pattern Methodology

the design fits the work, not the other way around



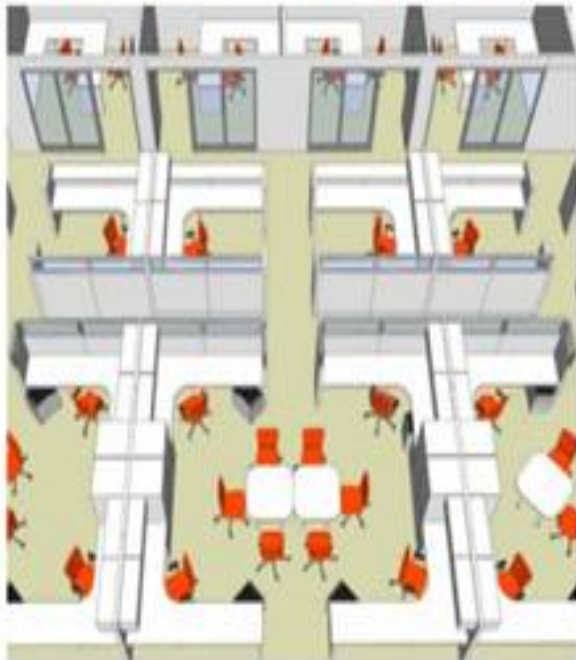
Desk Bound



Internally Mobile



Externally Mobile



GSA's Work Pattern Methodology

the design fits the work, not the other way around



Desk Bound

Individual Workspace Attributes

- file drawers
- low-mid height panels
- no guest seating
- no tables
- mobile screens
- file retrieval bins
- view of team
- whiteboard

Shared Amenities

- quiet rooms



Internally Mobile

Individual Workspace Attributes

- mobile storage unit
- low to mid height panels
- no guest seating
- no tables
- no screens
- no paper management
- view of team required
- no whiteboard
- mobile technologies

Shared Amenities

- team file storage
- team rooms
- quiet rooms
- video-conference optional



Externally Mobile

Individual Workspace Attributes

- limited file drawers
- mid to high height panels
- no guest seating
- no tables
- no screens
- limited paper management
- no view of team required
- no whiteboard

Shared Amenities

- team file storage
- team rooms
- webcast / video conferencing
- scanning capabilities
- access to mail center

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McDonald's HQ, Oak Brook, IL
Legal Department



McDonald's HQ, Oak Brook, IL
Office Area

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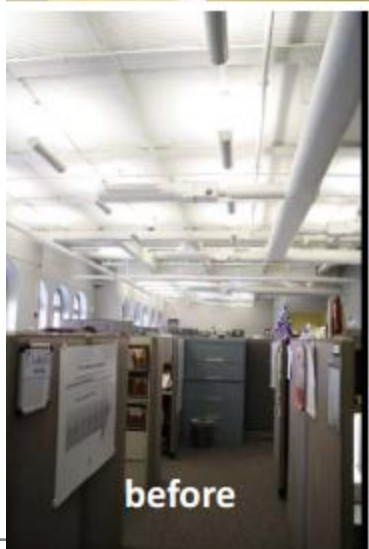


ALLSTATE HEADQUARTERS
Legal



CHIEF PEOPLE
OFFICER – NO
ASSIGNED
DESK – OUT IN
THE OPEN

ALLSTATE HEADQUARTERS
HR Offices with Free-desking



Studios Architecture Workplace Strategy
and Design ,

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OPEN OFFICES

- **Intel**...Everyone is open plan including attorneys
- **McDonald's**...Everyone is open plan including attorneys
- **Allstate**...Legal department in open cubes in segregated area
- **Anonymous Tech Client**....Legal group sits in open plan with each team of 10-12 sharing a dedicated card-key access 600sf room that they decide to set up with either traditional conference tables, soft seating, or both.
- **Google**...has a dedicated building on campus for their legal team. The workplace plan is open and like other Google environments, include plenty of huddle rooms and small conference spaces for private conversations. Approx 10% private offices. The legal group for architectural projects sits all open plan.
- **AT&T**...Open with separate card key access for legal group
- **Steelcase HQ** moved Legal Department into an area separated by a glass wall for general entry, but within, they were in open office configurations – including attorneys. In most cases they were in standard cubes. A few of the senior attorneys had higher moveable walls (not to the ceiling), but it was not a closed door situation.
- **Hulu**: Investigating locating their in-house attorneys in a segregated area in open plan, or in a large shared office environment, as part of their big headquarters renovation.
- **American Express**..... **Reuters**..... **Barclays Capital**.....**Glaxo Smith Klein**

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THE BLOG

Featuring fresh takes and real-time analysis from HuffPost's signature lineup of contributors



Lance Hosey

Chief Sustainability Officer, RTKL

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FAN RSS EMAIL

The Open-Office Backlash

Posted: 01/22/2014 1:17 pm

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0
Comment

GET GREEN NEWSLETTERS:

Enter email

are still the smartest solution.

down walls to replace private office and the latest is **Maria Konnikova** the open office undermines the (ation and idea flow). Pointin' open office a "trap" that "rism, Konnikova overlooks ainable.

most open space

BloombergBusinessweek Technology

Global Economics Companies & Industries Politics & Policy Technology Markets & Finance Innovation & Design Lifestyle

Executive's

The Excessive Uproar Over Marissa Mayer's Telecommuting Ban

By Sheelah Kolhatkar | February 28, 2013

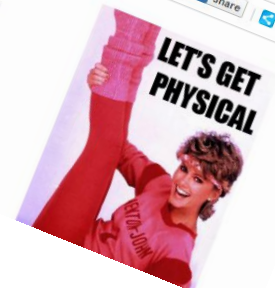
f t in d+ m+ SEND TO Kindle



"Physically Together": Here's the Internal Yahoo No-Work-From-Home Memo for Remote Workers and Maybe More

FEBRUARY 22, 2013 AT 10:18 PM PT Tweet f Share g+1 in Share e Share Print

Courtesy of a plethora of very irked Yahoo employees, here is the internal memo sent to the company about a new rule rolled out today by CEO Marissa Mayer, which requires that Yahoo employees who work remotely relocate to company facilities. "Speed and quality are often sacrificed when we work from



It Doesn't Matter Whether Or Not You Like Your Open Office

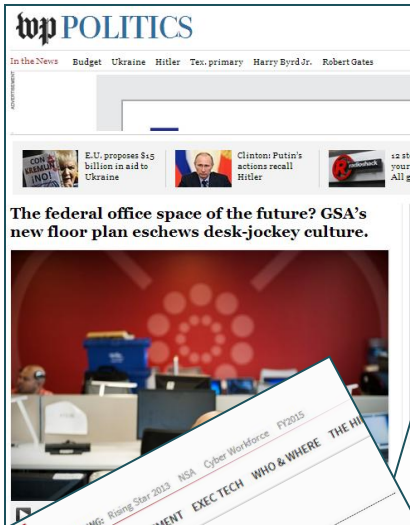
Just because you find your open floor plan annoying, doesn't mean it's not creating more collaboration and better ideas.

WRITTEN BY David Craig

10 VOTES / 0 PDS / 21 PLUS / 194 TWEET / 113 LIKE / 137 SHARE

If you've been following news about workplace design in the popular media, you might

Co.Exist



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What is GSA doing to consolidate its own space?



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GSA Headquarters Challenge



Willow
Woods



Crystal
City



NCR



1800 F



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GSA Headquarters **Before**



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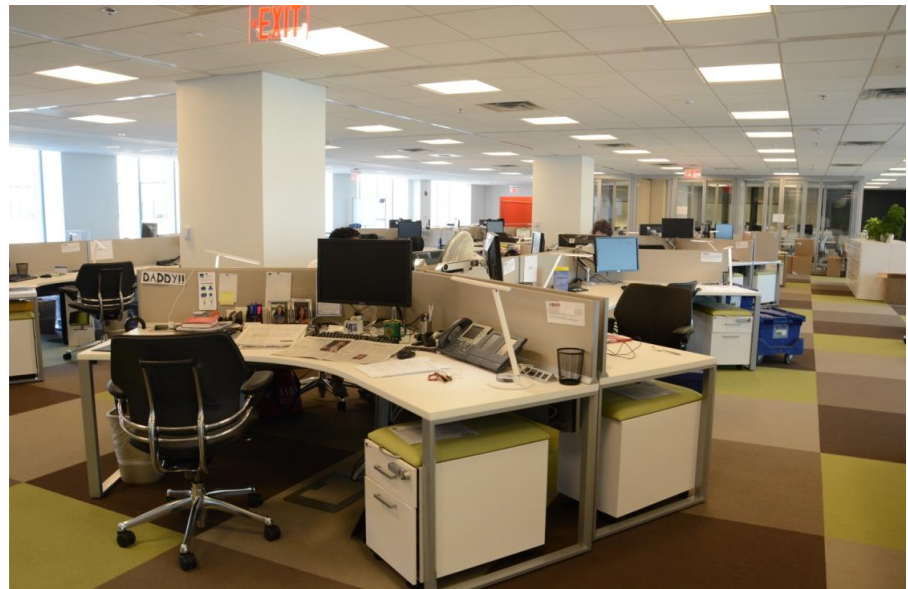
GSA Headquarters **After**

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GSA Leadership Space
Before and After



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GSA Headquarters Consolidation By the Numbers



50%

Projected
Reduction Energy
Consumption

40%

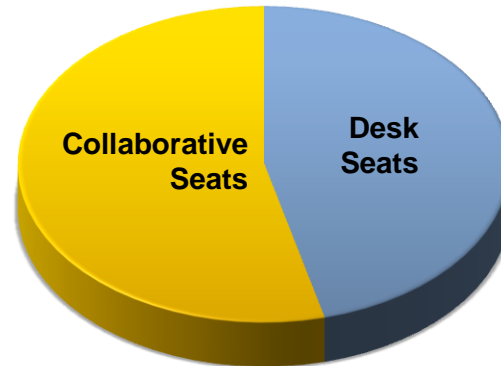
Reduction
in
Space

\$24M

Annual
Rent
Savings

2:1

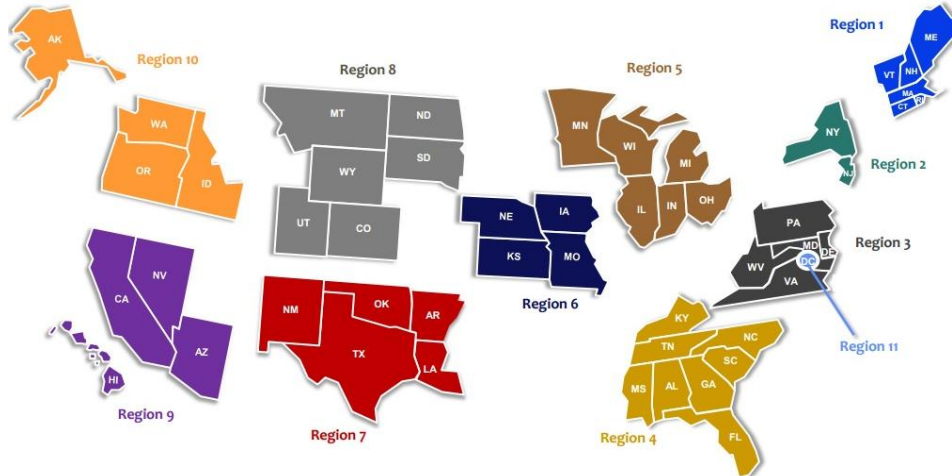
Targeted
Desk Sharing
Ratio



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GSA Region's also Leading



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What can GSA do to help?

Total Workplace Cost Savings

Here's how we're helping other agencies save money and reduce space:



\$700,000



\$3 Million



\$55 Million



\$15 Million

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Space Consolidation & Workplace Transformation

GSA

- Customer portfolio plans
- Local portfolio plans including regional offices
- Partnering with OMB on outreach to agencies for consolidating and reducing the footprint



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Overview

Cost Savings

Sustainability

Productivity

Technology

Case Studies

Get Started

Increase
Energy Efficiency

Align
IT Spending
with Value



Saving Taxpayer Dollars and Better Serving the American People

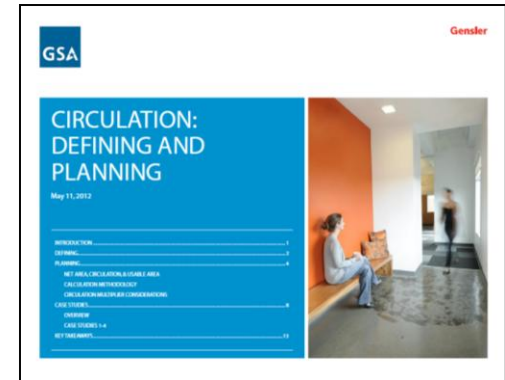
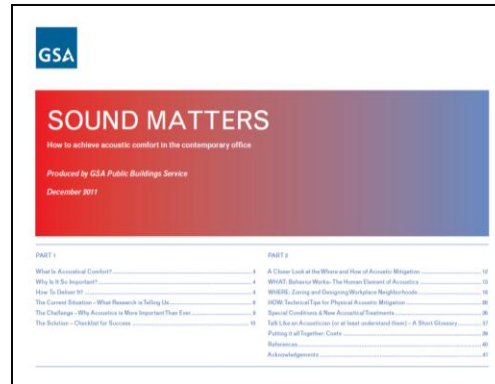
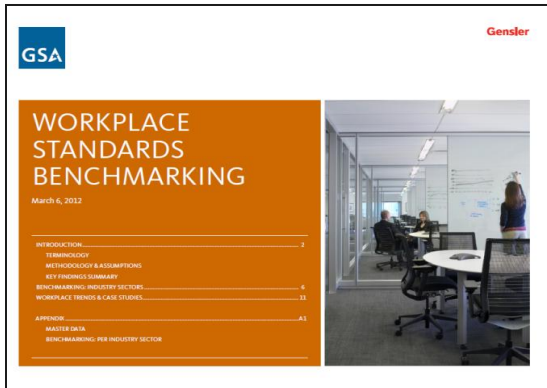
GSA is creating a 21st century workplace across government to drive down costs and increase productivity.



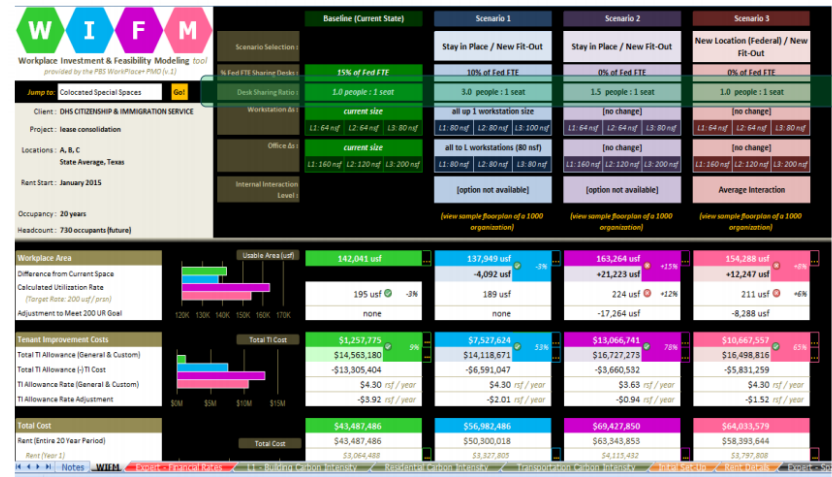
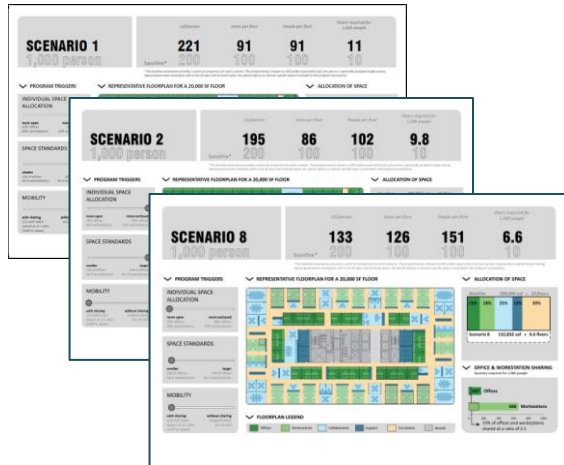
Total Workplace Program Management Office

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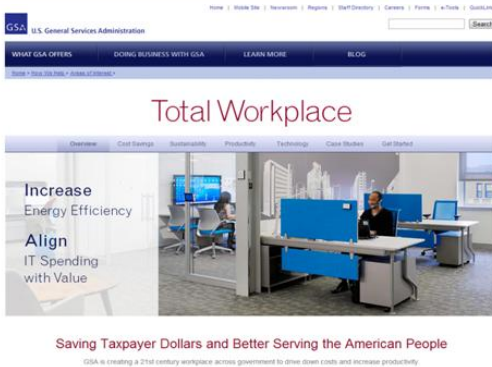


TOOLS



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Total Workplace
Website
gsa.gov/totalworkplace



Total Workplace
Presentations to FEBs
and Clients



Total Workplace
Monthly Newsletters
Internal and Customer Editions



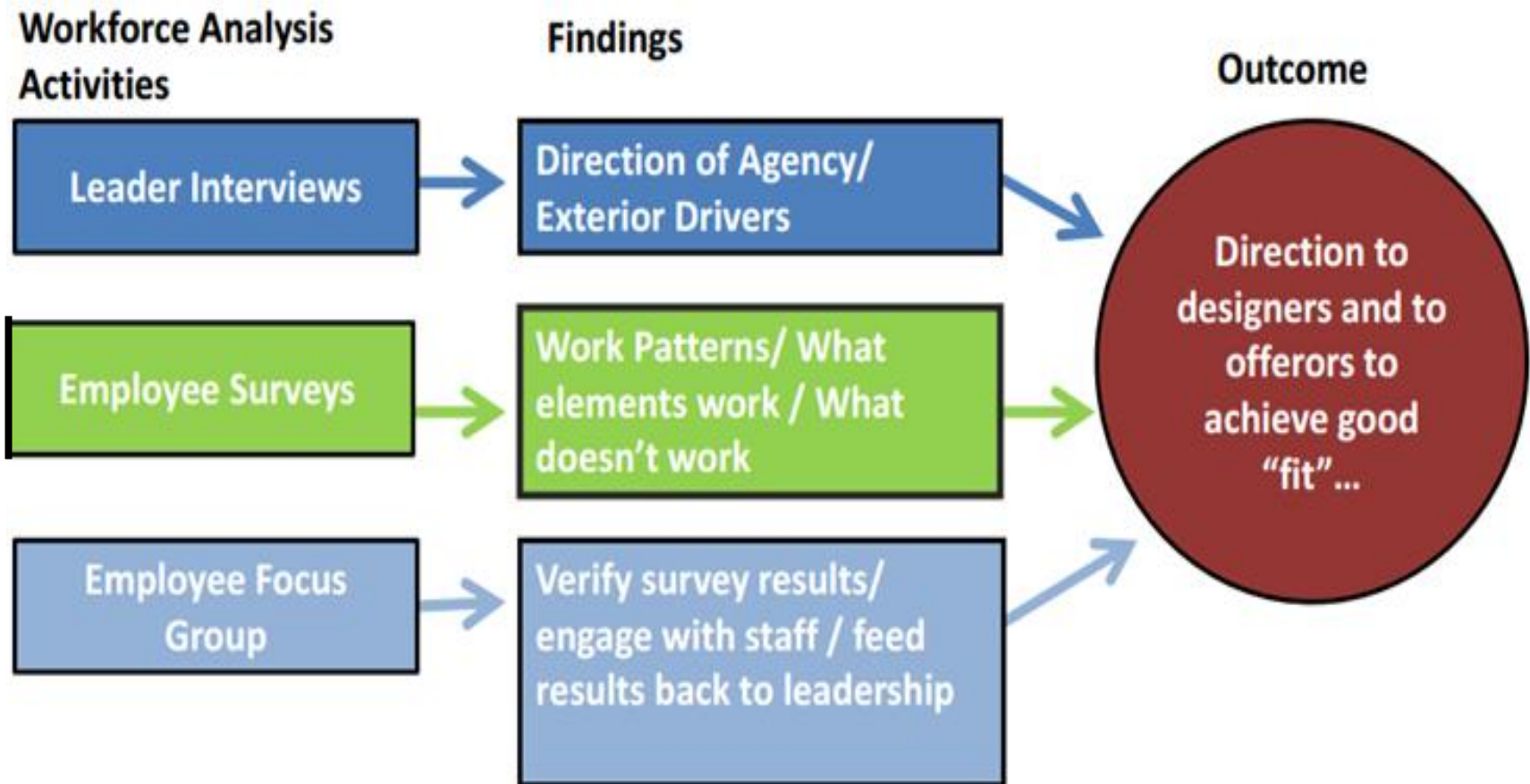
Total Workplace
Bulletins



Total Workplace
Client Tours
100+ and growing

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The “how” of Workplace Transformation:



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Change in Seasons

Adapting to the Changing Federal Workforce

In June, 2010, the President called upon Federal Agencies to identify efficiencies in the use of their real estate and to save the taxpayers \$3 billion in real estate costs by disposing of "unused or under-utilized" assets. USDA/ NASS responded to that Presidential challenge. The organization quickly realized that such a fundamental change, paired with the new capabilities of mobile technology, could best be realized through a series of strategic design engagements in the Regions. These efforts would better identify the business change required and encourage the positive participation of staff in the process. The change in location and size of NASS Field offices is profound - akin to pruning in the world of agriculture. Just as pruning adds to the vigor and productivity of the plant provided that it is both careful and informed; the same can be said of real estate reduction. And like expert pruning, ill-considered reduction without considering the whole of NASS can threaten the agency's ability to thrive.

Beginning with the end in mind, NASS engaged with BPPG, a workplace strategy and design firm, through GSA public building service to study its organization in order to define a high performance NASS workplace that aligns with the Presidential mandate. The focus is to engender a new and vigorous workplace for the current season and to develop a better understanding of the future productive NASS.

a positive future that engages the staff in that possibility. To do this, a balanced understanding of the HUMAN CAPITAL, BUSINESS PROCESS, CUSTOMER and FINANCIAL business drivers is fundamental. Just as understanding the composition of the soil paves the way for a thriving crop, so studying workplace and staff paves the way for future productivity. Goals, strategies to meet those goals, and the determination to act on the strategies will become the measures of success.

The value of the NASS workplace strategic design engagement hinges on the questions that are asked of the future. The emphasis is on asking business-centric questions that set up the objectives to be obtained in the ideal design. These strategic questions are often different than those in a traditionally tactical approach.

How many people? Shifts to:

➔ What kinds of spaces pay off in delivering results?

How many separate teams? Shifts to:

➔ Who needs to be private from each other and why?

How many at what pay grade get an office? Shifts to:

➔ What is the value of a private office to the organization and how can it be delivered cost effectively?


What does growth look like? Shifts to:

➔ What does the next generation of the work look like?

Many Regions - One NASS

The still developing scorecard will be implemented at a national level, helping to promote the increased organizational emphasis on nationwide collaboration and success.

Will this be the proper mix to realize the desired yield?

Human Capital	<ul style="list-style-type: none">• In the Story - Our workplace should be a magnet, attracting young and creative staff, inspiring trust and integrity. A place where success is defined by everyone seeing themselves in the story.• Move Forward - It may not be a new field office, but it is a new culture. Everyone wants to make the change work best for NASS with a readiness to move forward. Our workplace should invite us to come in with a shared vision and help us leave with a shared mission.	<ul style="list-style-type: none">• Transfer of Knowledge - Communication will play an important role in promoting the transfer of the depth of experience and knowledge to the next generation and diminishing brain drain. Our workplace should be open and accessible, encouraging collaboration and the sharing of new ideas, solutions and understanding.	Business Process
			
Customer	<ul style="list-style-type: none">• Statistical Satisfaction - Our business depends on meeting the needs of our customers who are also our cooperators. Supplying quality unbiased agricultural statistics is the key to remaining viable in a new world of organics and urban agriculture.	<ul style="list-style-type: none">• Budget - Budget is important. Government agencies are expected to be efficient and cost effective while still providing quality services in an ever changing budget climate.	Finance



Community



Performance



Quality



Efficiency

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180 USF/pp
400K USF project



62 USF/pp



346 USF/pp



176 USF/pp



\$1,818,390



310 USF/pp



200 USF/pp



\$3,436,500

199k *sf* project



Innovation Lab



85 USF/pp

2,900 *sf* project



R3. 221 USF/pp



144 USF/pp



\$1,160,000 138k USF project

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Total Workplace Furniture and Information Technology (FIT) Initiative

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TOTAL WorkPlace FIT Intent

Fuel vigorous and deliberate optimization of the
Federal Footprint

Minimize upfront capital needs of our customers in
right-sizing their operations

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What is Total WorkPlace?

- GSA's new offering to assist Agencies in managing footprint
- Addresses Agency's Furniture and IT requirements
- Minimize Agency's initial capital investment
- Multi-year term agreement with the customer agency
- All agreements intended to be installment-based
- Ownership transfers to customer at end of agreement

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When should this offering be used?

Total WorkPlace assists agencies when:

- ...addressing lack of funds to purchase mobility products

- ...short-notice space actions with space reduction

- ...any time quick and efficient right-sizing is needed

Enables agencies to pursue multiple projects in a single year to effectively manage their portfolio and budget

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How is this offering categorized?

This Appendix provides instructions on the budgetary treatment of lease-purchases and leases of capital assets consistent with the scorekeeping rule developed by the executive and legislative branches originally in connection with the Budget Enforcement Act of 1990 (BEA) (see [Appendix A](#)). The scorekeeping rule focuses on leases and lease-purchases specifically authorized by law. However, these requirements apply to all lease-purchase arrangements and capital leases, including those arrangements that agencies may enter into under existing general legal authorities and arrangements that are financed through the Federal Financing Bank, except as noted below.

These requirements do not apply to leases between Federal agencies if the lessor recorded the full cost of the asset when it was acquired. In addition, the costs of Energy Savings Performance Contracts may be scored on an annual basis, consistent with the guidance provided in [OMB Memorandum 98-13, Federal Use of Energy Savings Performance Contracting](#).

APPENDIX B—BUDGETARY TREATMENT OF LEASE-PURCHASES AND LEASES OF CAPITAL ASSETS

This Appendix provides instructions on the budgetary treatment of lease-purchases and leases of capital assets consistent with the scorekeeping rule developed by the executive and legislative branches originally in connection with the Budget Enforcement Act of 1990 (BEA) (see [Appendix A](#)). The scorekeeping rule focuses on leases and lease-purchases specifically authorized by law. However, these requirements apply to all lease-purchase arrangements and capital leases, including those arrangements that agencies may enter into under existing general legal authorities and arrangements that are financed through the Federal Financing Bank, except as noted below.

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Agencies are required to submit to their OMB representatives the following types of leasing and other non-routine financing proposals for review of the scoring impact:

- Any proposed lease of a capital asset where total Government payments over the full term of the lease would exceed \$50 million. It should be assumed that options to renew will be exercised.
- All financing proposals that are non-routine in nature and involve unique or unusual concepts or characteristics such as those listed below:
 - ▶ Outlease-leaseback mechanisms;
 - ▶ Establishment of public-private partnerships or limited liability corporations;
 - ▶ Issuance of debt by a third party that includes an explicit "full faith and credit" guarantee of debt repayment by the Government or an implicit guarantee of repayment from Federal funds that removes a substantial amount of the investor's risk;
 - ▶ Special purpose assets for which there is no real private sector market;
 - ▶ Enhanced-use leases with leasebacks with annual payments above the following threshold levels:
 - ▶ 2012—\$2,790,000
 - ▶ 2013—\$2,790,000
 - ▶ 2014—\$2,850,000
 - ▶ Projects constructed or located on Government land;
 - ▶ Contracts that require the contractor to acquire or construct assets valued over \$50 million;
 - ▶ Share in savings proposals that result in the acquisition of real property;
 - ▶ Proposals that raise issues about the governmental/non-governmental status of the asset or the entity that holds the title to the asset.

OMB Circular A-11 (2012) Appendix B

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What criteria does GSA use?

Preference will be given to projects meeting the following criteria:

- Reduction opportunity in a Customer Portfolio Plan
- Projects resulting in a reduction in annual rent paid
- Increased efficiency of existing space
- Consolidation of expiring leases into GSA owned buildings
- Co-location with other agencies where there is shared resources/special space will receive preference over single agency occupancies
- Links to other consolidation projects will receive preference over stand-alone projects

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How is the offering delivered?

- Aligned with current processes / practices
 - Working with GSA - Agencies determine requirements
 - GSA enters into Supplemental Occupancy Agreement
 - Appears on GSA bill to Customer Agency
- Straight Line payments over the useful life of the item
 - up to 5 years for furniture purchase
 - up to 3 years for IT purchase

RECOMMENDED FURNITURE COMPONENTS FOR SOURCING TWP FIT PROGRAM (AND BPA)

Workstations (8 types)


- Lower Range: 4.5ft x 6ft (27sf)
- High Range: 7ft x 8ft (56sf)
- Panel Height: 42" – 54"

Conference and/or Office Space (4 types)

- Lower Range: 8x10 (80sf)
- High Range: 12x15 (180 sf)
- Demountable Partition

Conference Room (3 types)

- Lower Range: 12 x 18 (216 sf)
- High Range: 15 x 30 (450 sf)
- Demountable Partition



Total Workplace FIT Program

Furniture BPA Typicals

Touchdowns

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
4.5' x 6'	27'	1	Open	Screen	42" - 52"

Workstations

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
6' x 6'	36'	1	Open	Screen	42" - 52"
5' x 7'	35'	1	Open	Screen	42" - 52"
6' x 6'	36'	1	Open	Screen / Panel	42" - 52"
5' x 7'	35'	1	Open	Screen / Panel	42" - 52"
7' x 7'	49'	1	Open	Screen / Panel	42" - 52"
6' x 8'	48'	1	Open	Screen / Panel	42" - 52"
7' x 8'	56'	1	Open	Screen / Panel	42" - 52"

Offices

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
10' x 12'	120'	1	Enclosed	Demountable Wall	108"
10' x 15'	150'	1	Enclosed	Demountable Wall	108"

Shared Offices

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
10' x 15'	150'	2	Enclosed	Demountable Wall	108"
12' x 15'	180'	3	Enclosed	Demountable Wall	108"

Huddle Rooms

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
8' x 10'	80'	1	Enclosed	Demountable Wall	108"
10' x 12'	120'	2	Enclosed	Demountable Wall	108"

Conference

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
8' x 10'	80'	4	Enclosed	Demountable Wall	108"
10' x 12'	120'	6	Enclosed	Demountable Wall	108"
12' x 15'	180'	8	Enclosed	Demountable Wall	108"
15' x 20'	300'	12	Enclosed	Demountable Wall	108"

Conference and Training

Size	Sq. Ft.	Occupancy	Type	Panel Type	Panel Height
15' x 24'	360'	16	Enclosed	Demountable Wall	108"
15' x 30'	450'	24	Enclosed	Demountable Wall	108"

Ancillary items such as seating, conference tables, files and similar products are included in the offering.

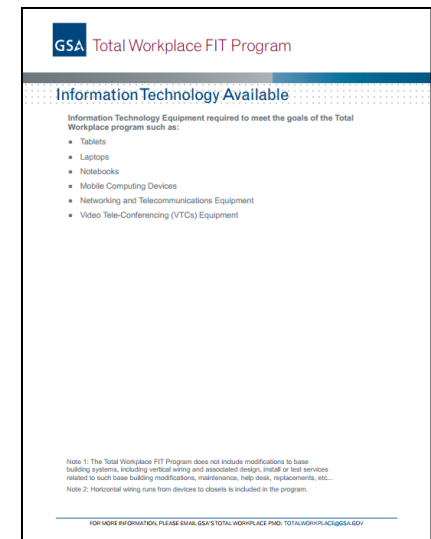
FOR MORE INFORMATION, PLEASE EMAIL GSA'S TOTAL WORKPLACE PMO: TOTALWORKPLACE@GSA.GOV

Note: Ancillary items such as chairs, file storage, collaborative seating, etc. are not listed but will be included in the BPA.

RECOMMENDED INFORMATION TECHNOLOGY COMPONENTS FOR SOURCING TWP FIT PROGRAM

Information Technology Equipment required to meet the goals of the Total Workplace program such as:

- Tablets
- Laptops
- Notebooks
- Mobile Computing Devices
- Networking and Telecommunications Equipment
- Video Tele-Conferencing (VTCs) Equipment



AGREEMENT TERMS - SUMMARY

Option 1 – 5 year Term

Customer cancellation liability:	4 months notification and all removal
Transfer:	GSA may transfer, in accordance with applicable statutes/regulations
Duration:	60mo/36mo
Renewal Option:	None
Budgetary Treatment:	Operating Lease. While the agreement meets the criteria for Capital Lease for one test (PV > 90% FMV), paragraph 2 of OMB A-11 Appendix B exempts fed-to-fed transactions from the scoring and obligation requirements.
Financial Accounting:	Capital Lease. Agreement meets criteria of the present value of the lease payments exceeding 90% of the asset's FMV. Budgetary and financial accounting standards and guidelines may and do diverge.

Option 2 - Base Term with 1 option Term (Total combined 5 year Term)

Customer cancellation liability:	4 months notification and all removal
Transfer:	GSA may transfer, in accordance with applicable statutes/regulations
Duration:	30mo/18mo
Renewal Option:	Customer exercised, 30mo/18mo renewal
Budgetary Treatment:	Operating Lease. Paragraph 2 of OMB A-11, Appendix B exempts fed-to-fed transactions from the scoring and obligation requirements.
Financial Accounting:	Operating Lease. Option periods need not be considered as part of the capital lease criteria for financial accounting, only the base period.

GSA Total Workplace Creating the 21st Century Workplace

Total WorkPlace Supplemental OA

Signed Agreement and Financial Summary

SUPPLEMENT TO THE OCCUPANCY AGREEMENT
between
U.S. FISH AND WILDLIFE SERVICE (446)
and
GENERAL SERVICES ADMINISTRATION

TOTAL WORKPLACE – Furniture, Fixtures, & Equipment (FFE) and Information Technology (IT)

A. Overview

- This agreement (Supplemental OA) sets forth additional terms and conditions to the existing Occupancy Agreement (OA) between the General Services Administration (GSA) and the U.S. Fish and Wildlife Service (Tenant Agency).
- As part of GSA's Total Workplace program, GSA will procure and install FFE/IT for the Tenant Agency on the terms set forth in this clause. The cost will be included in the Public Buildings Service (PBS) bill for space.
- Within 30-days following execution of this Supplemental OA, the Tenant Agency will identify a point of contact to work with, and coordinate with, GSA regarding the Tenant Agency's FFE/IT needs.
- In addition to the Rent charges due and payable by the Tenant Agency as set forth in the OA, the Tenant Agency agrees to pay GSA a supplemental charge identified on the monthly bill from PBS for all FFE (Supplemental FFE Charge) and IT (Supplemental IT Charge) (collectively Supplemental Charge) provided under this Supplemental OA. The Supplemental Charge will include all of GSA's costs relating to this Supplemental OA, including equipment, acquisition, and any other associated costs. If GSA and the tenant agency fail to agree on the Supplemental Charge, neither will be under further obligation under this Supplemental Occupancy Agreement regarding FFE/IT.
- The Tenant Agency will be responsible for receiving, inspecting, and accepting (or rejecting) the FFE/IT in accordance with the terms of GSA's FFE/IT contract, and for maintaining an accurate inventory of all FFE/IT during the Term of this Supplemental OA.
- Commencing with the one-year anniversary of the receiving report, as the custodian of the FFE/IT, the Tenant Agency shall complete an annual physical inventory (Physical Inventory) of all FFE/IT provided through this Supplemental OA. The Tenant Agency shall provide GSA with receipt of a written statement, signed by the Tenant Agency's Contracting Officer's Representative (see attachment B) that certifies the following:
All FFE/IT purchased via Purchase Order _____ has been inventoried and has been observed to be in the condition that it was in at the time of receipt less normal wear and tear. Additionally, it remains in the location of initial installation.
- The Tenant Agency bears all risk of missing, lost, or damage of any kind to the FFE/IT. In the event the Physical Inventory identifies missing, lost, or damaged FFE/IT, the Tenant Agency agrees to continue making payments to GSA. Any replacement or repair of the FFE/IT is outside the scope of this Supplemental OA and will be handled through a separate Reimbursable Work Agreement (RWA), as requested by the Tenant Agency.
- GSA will retain custody and accountability (including acceptance, operation, maintenance and repair) for the FFE and IT during the FFE and IT Term. Information security and data integrity are the responsibility of the tenant agency. Upon complete fulfillment of the Tenant Agency's financial obligations for payment of Supplemental FFE Charge or Supplemental IT Charge, GSA will transfer custody and accountability of the FFE/IT (as applicable), including all warranties (if any), to the Tenant Agency.

Page 1 of 3

Note to this Supplemental OA: pending the final resolution of the disagreement.

Page 2 of 3

Page 3 of 3

Attachment A
Pro Forma Financial Summary

SUPPLEMENT TO THE OCCUPANCY AGREEMENT between
U.S. FISH AND WILDLIFE SERVICE (446) and GENERAL SERVICES ADMINISTRATION
Total Workplace – Furniture, Fixtures & Equipment (FFE) and Information Technology (IT)
3 Year Lease of FFE 3 Year Lease of IT
Final Version: Date Last Modified: 15Jul13
U.S. FISH AND WILDLIFE SERVICE (446)
Supplemental OA Start Date: 1 October 2014
Period: Typical 1 Year Period (1Oct2014 - 30Sep2015/1 October 2015 - 30 Sep 2016/1 Oct 2016 - 30 Sep 2017)
Supplemental OA End Date: 30 September 2017

11a. Billing Adjustment & Corrections	Estimated Total Cost	Charge Basis (MSP)	Period Charge (1 year)	Annual Rate Charge (MSP)
A. Furniture, Fixtures, and Equipment (Total Workplace Package 1)	\$10,005,000	183,000	\$3,335,000	\$18.22
B. Information Technology (Total Workplace Package 2)	\$2,339,000	183,000	\$853,000	\$4.66
11. PBS Bill			\$4,188,000	\$22.88

Notes:
Note 1: For regulatory purposes in accordance with OMB Circular A-11, Appendix B, Budgetary Treatment of Lease-Purchases and Leases of Capital Assets, these requirements do not apply to leases between Federal Agencies if the lease (GSA) recorded the full cost of the services it was acquired.
Note 2: For accounting purposes, GSA is following the below guidance:
1. GSA will recognize this accounting treatment as a capital expenditure (lease purchase) in accordance with the following guidance:
a. Federal Accounting Standards Advisory Board (FASAB) Accounting for Liabilities of the Federal Government (Paragraphs 43-46) (SFAS No. 5).
b. FASAB Accounting for Property, Plant, and Equipment (Paragraph 20) (SFAS No. 6).
c. OMB Circular A-11, Appendix B, Budgetary Treatment of Lease-Purchases and Leases of Capital Assets.
d. OMB Circular A-116, Financial Reporting Requirements.
2. GSA will recognize this transaction in the Fiscal Year the order is placed in accordance with Treasury Bulletin No. 2013-04, Revised Policy for Inappreciation Transactions (POT) for Fiscal 2013 Reporting, including implementation of the Agency and Scorecard.

Requesting Agency Funding Information	
Basic appropriation symbol (Treasury account symbol)	
Account obligated	
Fund citation	
Appropriation, appropriation date (Annual, Multi-year, 10-year)	
Unique restrictions of funding (if any)	
Business event type code	
Agency location code (3-digit) for BPAC	
Funding agency code	
Funding office code	
Billing Office Address	
Requesting Agency Funds Certifying Official	
I certify that the funds cited above are properly chargeable for the purposes set forth in this agreement.	
Signature	Date
Printed Name	
Title	Agency

Attachment A

Attachment B

2 page Attachment
- Financial
- Tenant Responsibilities

3 page Agreement

GSA Total Workplace

Creating the 21st Century Workplace

Fish & Wildlife Service - Leesburg Pike, VA

- \$10M Furniture and \$2.5 M Information Technology
- Saving more than \$3.8 million in annual real estate costs
- Consolidating three buildings into one
- 26% Footprint Reduction...down ~ 72,200 square feet

Health and Human Services – Seattle, WA

- \$2.5M Furniture and \$1.8 M Information Technology
- Saving approximately \$1.5 million in annual real estate costs
- 44% Footprint Reduction ~ 115,000 RSF to 69,000 RSF
- Increased shared spaces – improving efficiencies

Mobility @ GSA



IT Strategy for Mobility

Device Mobility		<ul style="list-style-type: none"> • MDM • Multi-OS • App Stores 	<ul style="list-style-type: none"> • BYOD/BYAD • CYOD • <u>Wifi</u>
Access Anywhere		<ul style="list-style-type: none"> • Virtual Desktop • VPN • Cloud Apps 	<ul style="list-style-type: none"> • Browser-only • Mobile Apps • Doc Sharing
Virtual Teaming		<ul style="list-style-type: none"> • Social Collaboration • Presence 	<ul style="list-style-type: none"> • IM • Virtual Meetings • Video/UC
Policy & Security		<ul style="list-style-type: none"> • Telework <u>Plcy</u> • Security Monitoring • Performance <u>Mgmt</u> 	<ul style="list-style-type: none"> • Change <u>Mgmt</u> • Accessibility • Acceptable use
Business Strategy		<ul style="list-style-type: none"> • OPM Apps • Responsive design • Customer Personas 	<ul style="list-style-type: none"> • APIs/open data • Self Service

Business Strategy for Mobility

Savings

- Reduce Real Estate footprint
- Reduce IT costs & burden
- Reduce Service Center & Walk in support costs
- Reduce Infrastructure costs
- Off-site contractors

Efficiency

- Maximize Asset Utilization
- Reduce Cycle time
- Quicker decision making
- Flexible Workforce
- More engaged Workforce
- Increased Shared Service efficiency
- Reduced Absenteeism
- Geographical Resiliency
- Optimized Staffing strategy
- Democratization of knowledge

Service

- Change Management
- Training
- Better outreach & engagement
- Flatter organization
- Expertise- service connections
- Closer to the customer
- Strengthen organizational culture & brand

GSA Mobility program outcomes

GSA 2009 Mobility Stats GSA Population: 12,692	GSA 2013 Mobility Stats GSA Population: 12,416
VPN Usage: 10,340 registered users	VPN Usage: 13,908 registered users
Total Telework Participation: 67%	Total Telework Participation: 83%
Virtual Desktop Usage: 0%	Virtual Desktop Usage: 25%
Laptop, Tablet, Smartphone Penetration: 85%	Laptop, Tablet, Smartphone Penetration: 99%
Wi-Fi Coverage: 50%	Wi-Fi Coverage: 95%+


Sips from the Fire hose



GSA Total Workplace

Creating the 21st Century Workplace

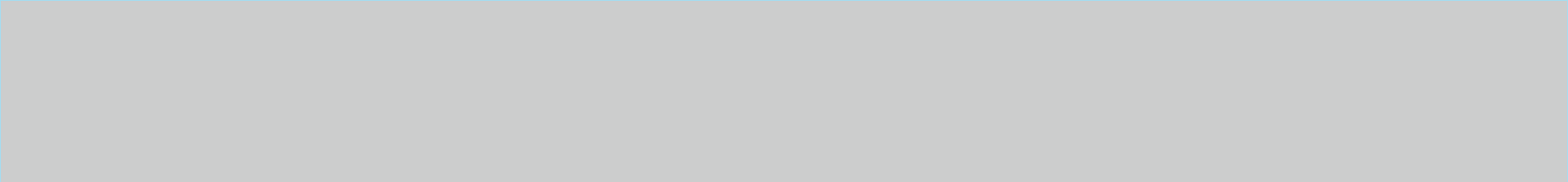




Questions?

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www.gsa.gov/totalworkplace



ADDITIONAL SLIDES

GSA



before

Architecture Workplace Strategy
and Design



after

GSA

GSA Public Buildings Service

GSA



GSA

GSA Public Buildings Service



USDA Forest Service –Yates Building

Eating (and meeting) area



